

INSTITUTE OF POLICE TECHNOLOGY AND MANAGEMENT  
UNIVERSITY OF NORTH FLORIDA

COURSE TITLE: BUILDING SKILLS FOR EFFECTIVE RECRUITMENT

CONDUCTED AT: MERIDEN, CONNECTICUT

DATE: TO BE SET

COURSE SCHEDULE

A.M.	DAY ONE	DAY TWO	DAY THREE
8:30	REGISTRATION	DEMONSTRATION OF SKILL PRACTICE EXERCISE	FEEDBACK FROM
9:20	AND ORIENTATION		FIELD EXERCISE
9:30	PROFILE OF AN EFFECTIVE RECRUITER		SKILL PRACTICE EXERCISE WITH ROLEPLAYERS
10:20			
10:30			
11:20			
11:30		GROUP EXERCISE	
12:30			
P.M.	≡ ≡ ≡ ≡ ≡ ≡ LUNCH ≡ ≡ ≡ ≡ ≡ ≡		
1:30	COMMUNICATION SKILLS	DEVELOPING PROFESSIONAL SELLING SKILLS	IDENTIFYING RESOURCES
2:20	FOR THE RECRUITER		TO ENHANCE RECRUITING
2:30			EFFORTS
3:20	COMMUNICATION SKILL	FIELD EXERCISE	CREATING A
3:30	PRACTICE EXERCISE		DIVERSE WORKFORCE
4:30			COURSE EVALUATION AND CLOSING

ITEMS IN RED REFLECT PRACTICAL EXERCISES